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JUNE 1998

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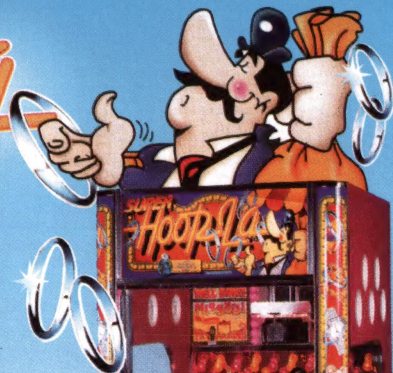
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WORLD JOURNAL

JUNE 1998

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Contact: Gaming For Africa
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Fax: +27 11 704 1616

JUNE 18-20 EXPO DIVERSIONES '98

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Contact: AIFAD
Tel: +52 614 3015
Fax: +52 615 1483

JUNE 22-24 ASIA PACIFIC CASINOS & GAMING CONFERENCE 98

Hong Kong.
Contact: AIC Exhibitions
Tel: +65 222 8550
Fax: +65 224 6328

JUNE 24-27 EXPO DIVERSIONES '98

Lenexpo Center, St.
Petersburg, Russia.
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Tel/fax: +7 812 325 6245

JUNE 30 - JULY 2 TILE '98

Palais des Congrès, France
Contact: Andrich Int'l Ltd.
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Fax: +44 1985 846163

JULY 1998

JULY 23-25 SALEX '98

Mart Center,
Sao Paulo, Brazil.
Contact: Roberto Salles
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JULY 27-30 CHINA AMUSEMENT EXPO '98

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AUGUST 1998

AUGUST 5-6 EXIME '98

World Trade Center, Mexico
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Fax: +1 708 333 4086

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World Trade Center, Taiwan.
Contact: Haw Tian Co. Ltd
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Fax: +886 2 2762 3873

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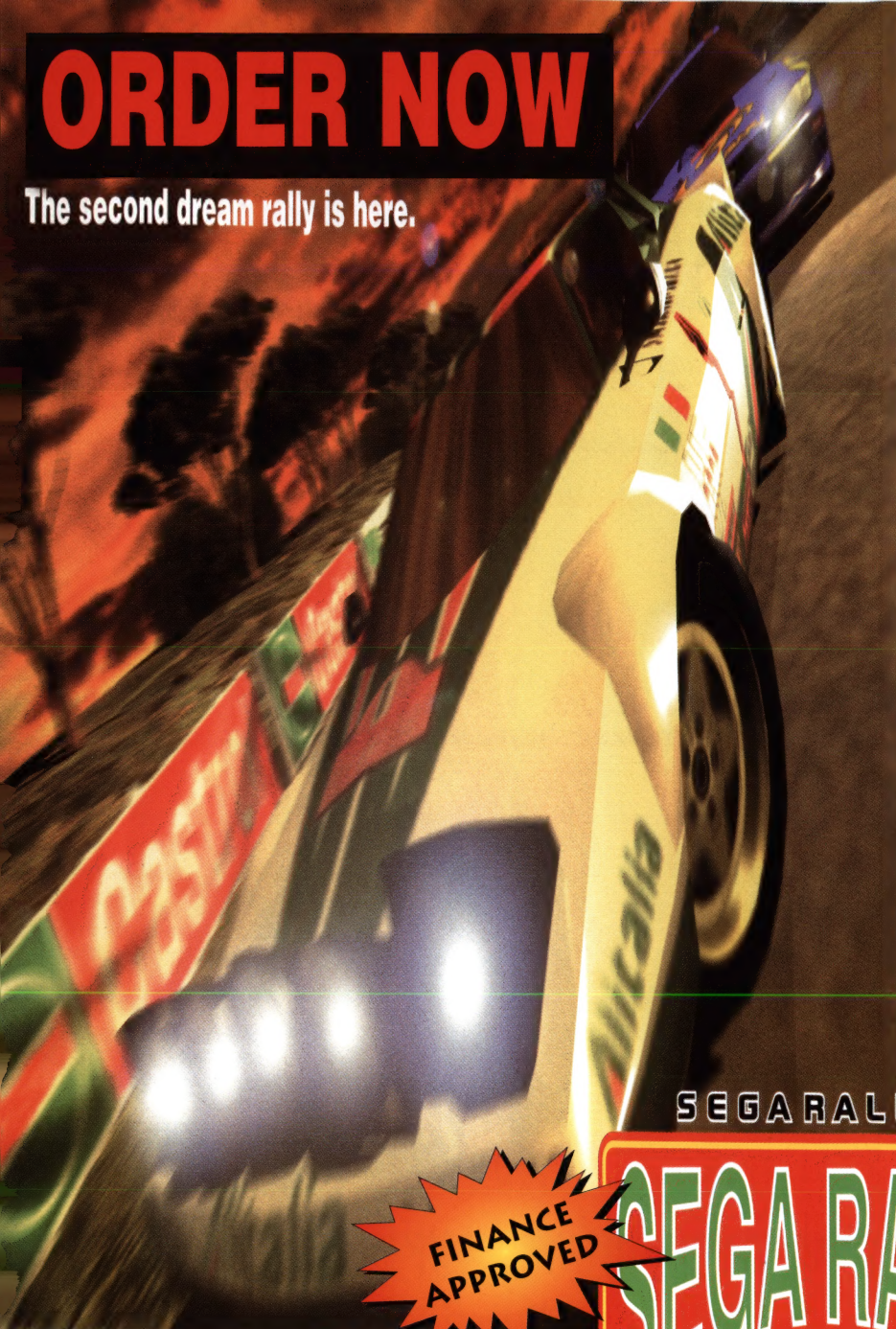
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TIME OUT

TIME OUT

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Even more thrilling than the first version, Sega Rally 2 is here! Super visuals and all the feel of rally racing packed into one explosive game! COMPLETE WITH COIN CASCADES WRITTEN WARRANTY

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HOT SPECIALS

CYBER CYCLES

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TIME OUT

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This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

A large, black arcade machine with a touch screen. It has a coin slot and a coin return button. The screen displays a game interface.

TouchMaster 4000
#1 IN TOUCH SCREEN FUN.

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NEW ZEALAND NEWS

BUDGET



LAST month the government introduced legislation to allow parallel imports into the New Zealand market. Parallel products are products made by the original owner of the copyright but sold in a different country than New Zealand.

The government also increased the penalties for "fakes" to \$150,000 so the message is clear: "parallels are OK" but "fakes" are not.

At the time of writing this article it was still not clear what would happen in regards to Patents & Trademarks under this new legislation as these could still be protected but logic suggests that the government must be aware that this legislation must also be updated.

So it would seem that we at last have a full and open market in New Zealand and operators can import or buy any product they want. This increase competition has produced a number of results in other countries and we can all look to these examples to see what the future holds for us in this area:

ADVANTAGES ...

1. First and best: Short term lower prices. We have already seen the price of the

Village/Ozisoft Rally 2 drop from \$37,000 to \$33,000 and the CMI Time Crisis 2 drop from \$39,000 to \$32,000. Kits for the previously unavailable Hous of the Dead can now be purchased for a fraction of the price that operators were looking at for the dedicated unit and Lost World kits are also on the market. Scud Racers can now be purchased on the second hand market for as little as \$11,000 with other games that have performed badly in overseas markets also taking a beating with prices.

2. More operators will become involved and more centres will open around the country. Operators will be able to spend more on fitouts as they differentiate themselves from the competition.
2. Prices of second hand goods will be lower.

DISADVANTAGES ...

1. The value of our second hand games will come down as we compete in the international market. Bad games will drop quickly but all prices will be reduced and operators will need to be very careful to ensure that

that they include depreciation in their calculations as a real cost of operations.

2. Finance institutions will be unlikely to provide long term finance as easily and will insist on more "bricks & mortar" for loans.
3. Services will become and interesting exercise. Local distributors will still be appointed and it will be up to them to still provide local parts and warranty support. With a lower margin to work with this will be more difficult and operators will find much longer wait periods if custom I/C's are needed. Some parallel products will not be able to be fixed at all as these new games are very complex.
4. More operators will enter the market.

Perhaps a mixed bag but certainly operators need a boost and with AMP and the tax cuts providing potential for relief in the economy in the second half of 1998 and the fact of lower prices now we will see a different industry emerge over the next few months. Lets look forward to the positive aspects...

AUCKLAND/NORTHLAND

Bevan Fisher
Ph 09 525-8135
Mobile 021 622-319
Fax 09 525-6410

CENTRAL

Robert Briggs
Ph 07 346-3783
Mobile 025 946-724
Fax 07 346-3784

LOWER N/I

Mike Cook
Ph 04 384 6753
Mobile 021 500-065
Fax 04 384 6754

SOUTH ISLAND

Garth Ennor
Ph 03 338-1411
Mobile 025 221-8694
Fax 03 338-1410

MARKET SPECIFICITY

MARKET awareness is a term that is often tossed around in business seminars. To some people, market awareness means having knowledge of your clientele in terms of the standard demographic information requested by most investors interested in starting a business - income levels, size and composition of households, age and ethnic diversity of a market, as well as many others.

In the coin-operated game business, knowing your market means tailoring your game selection and prize selection for the guests that patronize your facility. With the varied selection among game types, and the amazing choices in prizes, this type of market tweaking is a challenge that needs to be done frequently. As time and your market evolves, market and product specificity is the only way to keep up with the change.

Games

AS the primary product in a game room, games need to be specifically chosen to satisfy the most common interests of the target clientele. Sports games; shooting, driving and fighting games; cranes; other product vending equipment; the wide variety of redemption equipment; as well as pool, darts, and others, all have their place in the game room. The question is usually,



"Which products do I use in my game room?"

In a huge game room there would be no problem; just put one of everything and double-up (or triple-up) on the most popular pieces - just kidding! Generally speaking, this is not an option for most operators or most operations. Some choices must be made.

A general rule is to place games into a new facility based on the kind of venue it is - amusement park, free-standing local arcade, sports bar, family or children's entertainment center, etc. - and generalize about the kind of clientele that facility will attract. Of course, if the facility has been operating for a while and has a track record, it will be relatively easy to determine the kind of guests that the new game room will be serving.

Once a basic selection of games has been installed, changes can be made based on the income levels of each piece of equipment.

Additional units of a popular piece can be added if it appears that market demands are not being met. Incorrect choices can always be corrected. Experimentation is the key to success.

The location of specific games within a structure is a little used, poorly understood aspect of market specificity. Game rooms have a definite traffic flow and this flow of guests allows for placement of under-performing games in a position to gain maximum exposure. This may be enough to pull an under-performing game up to an acceptable level.

To understand more about the facility that you are serving, spend time there. Work in the store or simply observe the traffic at various times to get a feel for the facility. Remember that all markets evolve and that your guests will change over time. So make the effort to visit these sites even if they have been operating for a considerable time.

SPECIALS

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OR UNTIL STOCKS RUN OUT

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(OLD)
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OLD
STYLE
CASH
BOXES



4 1/2" RUBBER WHITE



4 1/2" RUBBER WHITE



PINK & BLUE
LETHAL
ENFORCER
TYPE

TIME OUT

NEW ZEALAND NEWS

WELLINGTON NEWS ...



HOANI Tutauha has just been promoted to Assistant Manager in Supatek Wellington and has wasted no time in stamping his mark onto his store, with the aim of increasing turnover. Stay tuned!!!

We welcome Deanne Thompson to a part-time position at Supatek - her positive and down to earth manner is valued by staff and customers alike. Welcome also to Damien to the staff at Lower Hutt Time Zone - more on him next issue!

There is obviously

'something' in Wellington water - we understand that a staff member in Time Zone Mannes Mall (to be revealed next issue) also has a new addition to the family on the way. Congratulations!! He assures me that the decision has nothing to do with the friendly rivalry that exists with Lower Hutt Time Zone - where Arthur's new 'bundle of joy' is soon to arrive!! In fact - to be frank - this latest pregnancy is surprising news to all given the long hours the particular staff member puts in!! Congratulations!

POWERING AHEAD AT 'WESTGATE'



A multi-plex cinema will be a key feature of Westgate, currently under construction. On land located adjacent to the Hobsonville turnoff on the north-western motorway, Westgate is strategically located to take advantage of the enormous growth north of Auckland. The \$50 million project will see the first true 'Power Centre' in New Zealand - a

'power centre' being characterised as a development that has a range of multi-use retailers of significant size occupying the same site. Anchor tenants for the 33,000m2 retail, entertainment and leisure complex include Countdown, The Warehouse and a Village Force Six-Screen Cinema Complex. The opening date is 23 November 1998.

THATS ENTERTAINMENT



ST Lukes Groups announcement in late April that they would be investing \$200 million in multiplexes was followed by a statement that things were still at the 'planning stage'. Hoyts Cinema

were'n't making any comments, but Timothy Ord, Managing Director of United International Pictures, said that the proposal would see an increase in competition which the market would find hard to stand.

AUCKLAND/NORTHLAND
Bevan Fisher
Ph 09 525-8135
Mobile 021 622-319
Fax 09 525-6410

CENTRAL
Robert Briggs
Ph 07 346-3783
Mobile 025 946-724
Fax 07 346-3784

LOWER NII
Mike Cook
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Mobile 021 500-065
Fax 04 384 6754

SOUTH ISLAND
Garth Ennor
Ph 03 338-1411
Mobile 025 221-8694
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TIME OUT

NEW ZEALAND NEWS

CHCH AIRPORT FLYING LEVEL ...



GEORGE Bellew, Chief Executive of Christchurch Airport says that the Asian economic crisis has to be seen as a culmination of an extended cooling-off period in the numbers of visitors to New Zealand,

He says that the countries most impacted by the downturn; Korea, Thailand and Malaysia represented only 7% of the total flow of international passengers at Christchurch.

"Our business has experienced little adverse impact, and in the 8 months to February have seen a 1.75% decline in total flow of international passengers."

Bellew said that at other airports the impact had been more noticeable.

"There is no doubt that many retailers are having to reposition themselves, but companies that can meet people's needs - not withstanding external economic factors - will

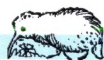
continue to trade well even in a difficult retail environment."

"From the point of view of the airport's retailing operation spending continues to be strong. The airside Duty Free Shop at Christchurch is second only to Waikiki in turnover per square metre. More impressive when you consider that DFS have over 200 outlets world-wide."

Bellew says that shopping is an integral part of the travel experience and as airport shopping had become more competitive, visitors increasingly perceived Airports as good places to make purchases.

Bellew said that Christchurch Airport's \$72 million terminal refurbishment would be finished by August 1998, with the completion of the landside retail operations.

FRANCHISE ANNOUNCEMENT ...



THE announcement of NZ Brands who hold the Franchise for Pizza Hut and KFC that they were to acquire the

franchise for Starbucks looks to be quite a challenge!

HAMILTON NEWS ...

WITH our new Time Out centre in Hamilton just complete we thought it

was a good chance to show you what it looked like, and introduce

"ASK ABOUT OUR FINANCE OPTIONS"

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Ph 09 525-8135
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AFTER several months (okay, almost a year) of talking about how we detect a faint whiff of industry recovery in the air, it's nice to have some industry leaders finally echoing this hopeful tone. AMOA President Don Hesch, for one. In our monthly chat, printed elsewhere in this issue, Don told us: "everyone [at the ASI Show] was upbeat; for the first time in a long time, you didn't hear any negativism - none! People want to do what it takes to grow their business. We saw some good equipment in all categories. Certainly there were some pieces that I was very interested in. I think the industry is hitting a rebound. We're not totally there yet, but I think we're on the way."

Another good sign: one or two leading distributors told us their post-ASI open houses broke records for attendance. Even when the number of operators wasn't setting any records, you could still feel the more positive mood. After all there's plenty of good equipment out there, and not just for the big arcade guys. Sure, we've got a ton of deluxe simulators, but there's also new concepts in darts and

table games, a growing number of hot countertop choices, some very decent video kits...and hey, the Arcade PC has moved from "nice concept" to "real games." It's also pleasant to have some top industry leaders agreeing on this point, too (see this month's Editorial and Cover Story).

Nobody claims that all the pain of industry restructuring is over. It isn't, not by a long shot. Some of the smaller operators and distributors out there are still struggling. We will see more routes (and dealerships) closing, selling, or consolidating. The neighborhood tavern-once the trade's main class of location- will continue its long, slow, sad decline. A pending federal ban on cigarette vending machines, now endorsed by AMOA itself, is another nail in this coffin.

But remember, for every "joint" that closes, a TGIF or Houlihan's opens. As Betson's Peter Betti says in this issue, our goal now must be to put our equipment into these branded chains...and Peter thinks we can do it.

Still another sign of

restructuring and recovery, is the ongoing entry of major corporations into the LBE and FEC biz. (please see this issue's guest essay by Kevin Williams for some solid analysis of this trend.) Yes, some special trade members look with horror at the "specter" of competition from Wal-Mart, Disney, Sony, and their ilk. "This is bad for the industry!", they cry. What they mean is, it's bad for the little guys, the independents, the mom & pops who originally established the coin machine business.

But that admirable breed of pioneers, lovable as they are, do not constitute "the industry." They are the cowboys and sodbusters who conquered the Old West: eventually they must give way to towns, then cities, and other forms of "progress." What you lose in romanticism, you gain in size and respectability. It's the same with any industry making a transition to greater professionalism. Think of it as growing pains...and try to figure out a way to be part of the growth, because in the next few years it's going to be spectacular.

Courtesy RePlay



Stress RELIEF



SOME proven procedures to help ease the stress and worry which is associated with business.

Problem Solving

One key attribute of many highly effective people is that they have a systematic method they use to solve problems.

Here is a powerful nine step method you can use to solve any problem you have both business (perhaps with one of your Resellers) or personal (perhaps in one of your personal relationships.)

1. Define the problem clearly in writing. (This can often solve up to 25% of your problems immediately.)
2. Ask what are all the causes of this problem? (Often by eliminating the causes the problem disappears)
3. Ask what are all the possible solutions? (Go beyond the obvious solution and ask what else might be the solution?)
4. Ask what is the best solution?
5. Ask what action steps can we take to implement this solution?
6. Ask what is the deadline for each action step?
7. Ask who will do each action step?
8. Assign responsibility and take action.
9. Follow-up and inspect the action taken.

This simple nine step method for solving a problem was developed at Harvard University and is very effective when used individually and with groups.

The Worry Buster

In selling there are many problems, stresses and pressures. Many salespeople spend a lot of time worrying about things. Worry causes many people to be less effective than they could be. Here is a powerful four step system designed to eliminate worry fast. It's called The Worry Buster.

It has four simple steps.

1. Define in writing exactly what you are worried about. In medicine there is a saying that accurate diagnosis is 50% of the cure.
2. Define in writing the Worst Possible Outcome (W.P.O.) of this worry. If you are having a problem with a customer the worst possible outcome is that you lose the customer.
3. Decide mentally to accept the worst possible outcome should it occur. This mentally relieves us of a lot of stress. Ask yourself will this kill me? In most cases the answer is no. This puts the worry in the right perspective.
4. Take action immediately to make sure the worst possible outcome doesn't occur.

John Paul Getty one of the richest men in the world used this strategy in every business situation he faced. He called it The Mini Max Regret Analysis. In other words how do I minimise the maximum regret. He would ask in every business dealing "What is the worst possible outcome of this situation?" He would then work on minimising this possibility.

NEW ZEALAND NEWS

HAMILTON NEWS CONT ...



you to the people who are in charge.

We have also been doing our part for the community, helping clean up the town by sponsoring the Graffiti clean up in Hamilton.

Pictured are;

- 1) John & Kerry Wheaton
- 2) John with Central New Zealand Coin Cascade representatives Robert and Jan-Marie Briggs with their daughter Rachel.
- 3) Technician Michael Han (centre) with Robert, John & the big new attraction, Virtua Formula 1.
- 4) Organizing the graffiti clean up
- 5) The clean up in action
- 6) Our pride and joy, the Time Out sponsored motor boat!



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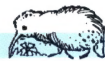
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NEW ZEALAND NEWS

AUCKLAND NEWS ...



TO the dis-believers south of the Bombays we take pride in pointing out that when you read this article, the mighty Auckland Blues will have won the Super 12 for a record, unprecedented 3rd consecutive year!!!

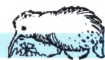
Income Support are currently airing an advertisement campaign on welfare fraud. Included in the advertisements is depicting a fellow who works at the local "spacie parlour" while still collecting the dole. Whilst we cannot condone benefit fraud, this advertisement has depicted OUR industry as one which supports this behaviour. All operators are encouraged to write to the Advertising Standards Authority on Fax (04) 471 1785 to complain at the way in which the

industry has been portrayed.

Messrs. Les Cole and Rodney Roberts of R & L Industries are proud to announce the birth of their latest concept - Time Warp Space Odyssey - in the Kelston Shopping Centre. Time Warp Space Odyssey offers 3000 ft2 of Pinballs, Video and Dedicated Games together with a discretely separate area for Pool Tables. We wish Rodney and Les all the best in their latest venture.

Jon Card of Yifan's Entertainments has left Coin -op for the moment. Jon is best known as the Manager of the popular Control Bar - adjacent to Yifan's in Queen Street. We wish Jon all the best in his new career.

BUDGET OVERVIEW ...



A look at the main points of interest from the May Budget.

SPENDING: Much-vaunted \$5 billion spending spree over the next two years has been cut back by \$300 million, Thank Asia for some of that.

Surpluses: Still in the black. Projected \$2.8b surplus in current fiscal year (\$1.3b higher than forecast) with surpluses of \$1.3b, \$2b and \$3b expected over the next three years. Pity about the current account.

Petrol: Is on the way up again. Petrol taxes go up by 2.1c a litre. The money will go to roading projects.

Tobacco: An excise increase will add 50c to a packet of 20 cigarettes.

Imports: An end to the ban on importing of brand-name goods by unauthorised importers. You may get cheaper Levi jeans and Adidas sportswear. Car dealers such as Toyota won't be able to stop independent dealers importing

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FAST IN SPACE

MIDWAY Games' new driver is really a futuristic flying game boasting new controls and hyped-up racing action.

Sometimes when driving in traffic, we wish our cars could rise above the rest and zoom right on home. Ever have that fantasy? Well, if you can't do it on the road, at least do it onscreen with Midway Games' Hyperdrive. This space race vidgame - set circa 2100 - says it's not enough to just pass on the left or the right, now you can go above or below other vehicles.

"Hyperdrive takes arcade racing to a whole new level," aid Midway sales director Rachel Davies. "The designers have delivered an intensely competitive race in a futuristic world full of wild surprises." Piloting advanced racing crafts (ARCs), players fly their 22nd century stock cars to the finish line avoiding airborne obstacles and

navigating curves. Of course, racing in space presents unique challenges like gravity, for one. The closer the ARC hovers to the track, the quicker it zooms along. "Gravity is a key strategy element to the race," said Hyperdrive designer Matt Booty. "You want to keep your craft low to the track because it goes faster, but it's also more dangerous. ARCs handle like a car, but with pitch and altitude, so it's a challenge."

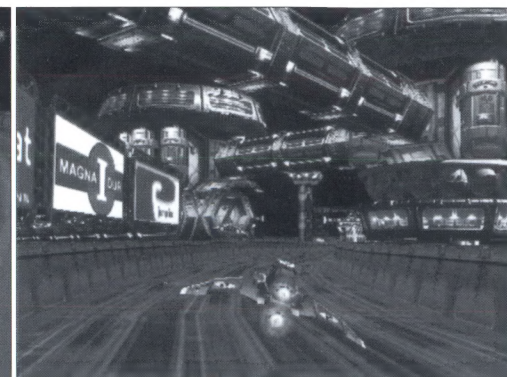
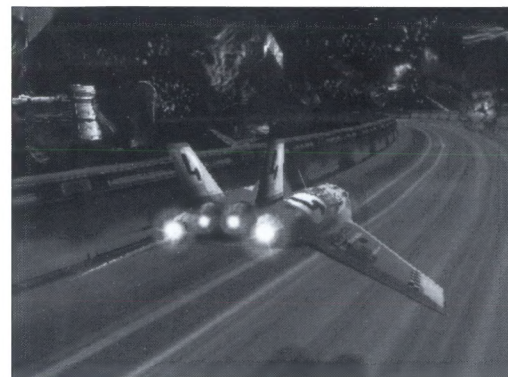
Key to crossing the finish line first is aiming for boost zones. These spots along the tracks mean a major speed depending on the ARC model they choose for the race. There are four ARC's available - ranging from beginner to expert models - and rated on speed, thrust, handling, and weight. The expert craft has the highest speed, but only an expert pilot will be able to control its power and account

correctly for gravity.

For all its futuristicness, Hyperdrive still gives players conventional racing challenges to overcome, including bumping other racers, avoiding walls, and tight turns. Said Matt: "The traditional elements are there. We had a lot of fun creating the futuristic space environment, but key to the game is the race. They're fast, intense, and very competitive, especially when several games are linked together."

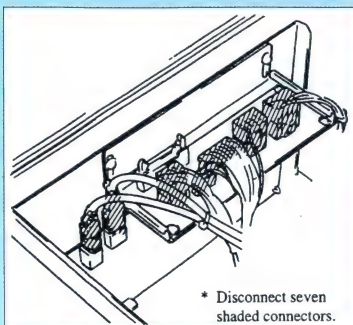
Up to four Hyperdrive cabinets can be networked for head-head play. Designed to be noticed, the game cabinets sport a unique and colorful look. "Hyperdrive stands out," Rachel stated. "It's a game cabinet that fits in well in a variety of locations and still gets immediate attention as a new, appealing game."

Courtesy RePlay

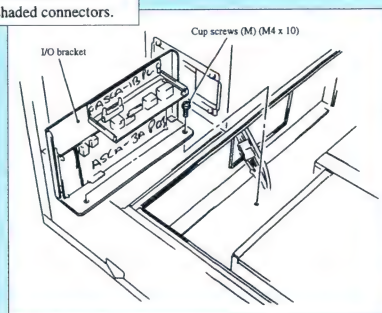


TECHNICAL UPDATE

NAMCO MOTORCROSS GO



* Disconnect seven shaded connectors.



This board is pushed onto ASCA-3A PCB and held into place by 2 screws. If not adjusted correctly poor connection will be made and hence loss of controls.

Replacing the ASCA PC board with a new one

Warning Be sure to turn off the power switch off this unit before following the instructions below.

- 1 Remove the maintenance door (see "7-1-1 Removing the maintenance door" on Page 48).
- 2 Disconnect two connectors from the ASCA-3A PC board and five connectors from the ASCA-1B PC board.
- 3 Remove two cup screws (M) (M4x10) to remove the I/O bracket.

Problem

Unable to select menu and bike calibration wrong. Locate rear cover. Remove and looking at left hand side rear on game locate ASCA-1B PC board page 56 in manual.



SEGA BOARD REPAIR - RALLY & DAYTONA

YES we now repair all Sega Daytona & Rally pcbs in Christchurch.

FED up with having to reset your Daytona or Sega Rally?

Does your board suffer from the Sky Grass Syndrome?

Maybe parts of the car are missing, or the track disappears, or intermittent flashing occurs in certain parts of the game?

There are remedies to fix this. We have been fixing Sega boards for quite a while now. Repairing boards that look like they have had their day.

LIQUID SPILLAGE

IF the boards are caught in time, we can clean all that up before your problems start. It's not a bad idea to check under the seat where the boards are housed. A lot of Daytonas are sited in pubs and, from time to time, beer finds its way on to the boards.

In most cases plastic protection directs liquid away from the boards, but not always. It's worth a check.

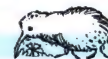
With our quick turn-around we will have your board up and running in no time at all, should the need arise.

We have the components and equipment to do just that.

Contact Colin Vitel, Service Manager, Coin Cascade, ph 03 338 1411.

NEW ZEALAND NEWS

BUDGET OVERVIEW ...



cheaper Toyota cars and offering cheaper prices.

Tariffs: The 22,5% vehicle tariff on imported cars was removed immediately, ahead of the previous year 2000 deadline. Toyota, Ford, Mazda and Holden have already announced price cuts.

Benefits: Anyone who becomes a sickness beneficiary after July 1 will be paid the same as someone on the unemployment benefit; both benefits will become the community wage and those already receiving it will be subject to work testing; those on the DPB whose youngest child is between six and 13 will be expected to look for part-time work and those with children aged 14 or over, will have to look for full-time jobs.

ACC: Opened up to private competition. Employers and the self-employed will be able to buy private accident insurance from July next year.

Small Business: An end to the Business Development Board grants

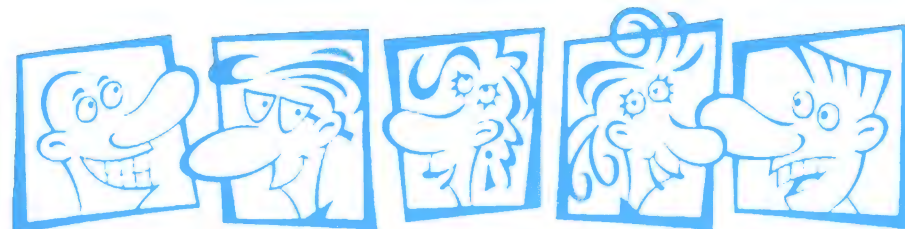
scheme because of significant administrative difficulties. A total \$14.3m earmarked for business development in 1998-99, down on the estimated \$18.6m spent in 1997-98.

Education: An extra \$770m for education over the next three years, including money to keep tuition fees down, but no universal student allowance. A total \$222m over three years is tagged to the controversial school bulk-funding scheme.

Student Dole: Restricted to those who get a student allowance during the year.

Workforce: A new programme to help people get back into the workforce, with a childcare subsidy for low-income working parents and sole parents.

Families: An extra \$52m for the Children, Young Persons and their Families Service in the next three years.



"ASK ABOUT OUR FINANCE OPTIONS"

AUCKLAND/NORTHLAND
Bevan Fisher
Ph 09 525-8135
Mobile 021 622-319
Fax 09 525-6410

CENTRAL
Robert Briggs
Ph 07 346-3783
Mobile 025 946-724
Fax 07 346-3784

LOWER N/I
Mike Cook
Ph 04 384 6753
Mobile 021 500-065
Fax 04 384 6754

SOUTH ISLAND
Garth Ennor
Ph 03 338-1411
Mobile 025 221-8694
Fax 03 338-1410



Set Your Sights on...

TIME CRISIS II



The first gun game to offer 2 player simultaneous game play from each players perspective!



Only Time Crisis™ features the innovative shoot and duck "Action Pedal"

Players must defeat the boss at the end of the stage and have enough nerve to continue.

All 9 stages demand a strategic plan, immersing the player as the story unfolds before them.

Time Crisis 2™ is an essential game for all locations.
(It earns a lot of money)

FINANCE
APPROVED

Available in 2 configurations
Standard twin, with 27" monitors
Installed Dimensions
32"H x 59"W x 59.25"D
Power Consumption: 700 Watts

Deluxe twin, with 50" monitors
Installed Dimensions
93"H x 99"W x 74.5"D
Power Consumption: 1,000 Watts
Specifications Subject to Change Without Notice.

namco
The Game Creator

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Get Connected TODAY!

Be part of the hottest trend on the streets today!

Golden Tee '98

TOURNAMENT EDITION

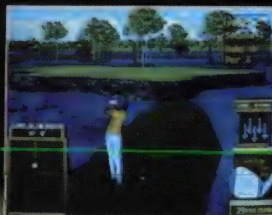
Arbor Hill

Majestic New England Woodlands



Bayou Bend

Swampy Louisiana Marshes



Palm Grove

Lush Hawaiian Tropics



Three new 18-hole courses for tournament play!

Three new 18-hole courses for regular play!

Connects with an existing phone line!

Automatic monthly tournaments!

Unmatched replay value!

Outstanding income!

Cabinet Dimensions:
84" H x 27.34" W x 42.12" D

INCREDIBLE



This product is marketed in NZ under an exclusive distribution licence held by Coin Cascade Ltd.

VIDEO GAMES

Zero Down

TM

NOW IN STOCK



UNICO © 1998 UNICO. ALL RIGHTS RESERVED.

ARIGA CO., LTD. 1998, ©CAPCOM CO., LTD. 1998 ALL RIGHTS RESERVED.



NOW IN STOCK



3D HEAD-TO-HEAD FIGHTING GAME



STREET FIGHTER EX2

LEISURE & ALLIED LTD ...

EDDY Cochrane has announced his resignation from Leisure & Allied for personal reasons. The decision to resign has been extremely difficult for Eddy having regard for the close relationship which has developed with staff, customers and suppliers over the last 26 years. It was very much a personal decision and one, which he feels, is in the best interest

of himself and his family.

Eddy started in 1972 as Imports Manager and worked his way to the board of directors, along the way helping to set up the L&A/ Coin Cascade relationship.

We thank Eddy for his hard work and friendship, and wish him all the best for his future pursuits.

VIDEO GAME CONTENT BATTLE ...



FIRST it was on, then off, then off again...then on again...and finally, that nasty Florida bill to ban any coin-op video game which "shocks the conscience of the community" was tabled as the legislature headed to adjournment in April. Local traders believed they'd lobbied the bill into irrelevance as the month

began; then the state's Governor and Attorney General suddenly announced they were for it! Current status; it's bottled up in committee and unlikely to get out anytime soon. But the issue remains alive and kicking on a larger (national) scale. Video games were cited as a possible contributing factor to the Arkansas massacre perpetrated by two young boys this spring. Finger-pointers ranged from mainstream media, to public officials, to average citizens on talk radio. In response, industry leaders geared up to push the voluntary game ratings "Parental Advisory Program" (see scaled down version of the AAMA poster at top right) even harder, before a backlash against this popular political target could materialize.

ARCADE PC ...

SINCE fall 1996, the arcade industry has been talking (and talking and talking) about adopting desktop PC technology and software for use in coin-operated games. Now it's for real. Critics who say "nobody cares about the Arcade PC concept" and "where's the game" can drop into any Sega GameWorks LBE, or visit a couple of Namco CyberStation places. There,

they can check out the action on Quake Arcade, a home video mega-hit which has been transplanted and adopted for coin-op style gameplay action. From what we hear, it's earning some good money. Published by LBE systems, this title runs on Intel's Pentium II processor based systems at GameWorks, which intends to organize tournaments

R • A • L • I • A

PINBALLS

1. Williams **MEDIEVAL MADNESS**
2. Bally **CIRQUE VOLTAIRE**
3. Williams **NO GOOD GOFERS**
4. Williams **ARABIAN NIGHTS**
5. Bally **ATTACK FROM MARS**
6. Bally **SCARED STIFF**
7. Bally **NBA FAST BREAK**
8. Williams **JOHNNY MNEMONIC**
9. Bally **THEATRE OF MAGIC**
10. Bally **NO FEAR**

PRIZE REDEMPTION

1. Harry Levy **SUPER HOOP LA**
2. Taito **SOLOTTOL**
3. Lazertron **TWISTER**
4. Design Plus **IND PRO STRIKER**
5. LAI **TURTLE MERCHANDISER**
6. LAI **MOUSE ATTACK**
7. Jaleco **SPIDER STOMPIN DX**
8. ICE **CYCLONE**
9. Fun House **TICKET TAC TOE**
10. LAI **TICKEE TICKATS**

S • T • A • T • E • S

PINBALLS

1. Williams **MEDIEVAL MADNESS**
2. Bally **ATTACK FROM MARS**
3. Sega **X-FILES**
4. Williams **NO GOOD GOFERS**
5. Bally **THEATRE OF MAGIC**
6. Bally **THE ADDAMS FAMILY**
7. Bally **SCARED STIFF**
8. Williams **ARABIAN NIGHTS**
9. Sega **STAR WARS TRILOGY**
10. Capcom **PINBALL MAGIC**

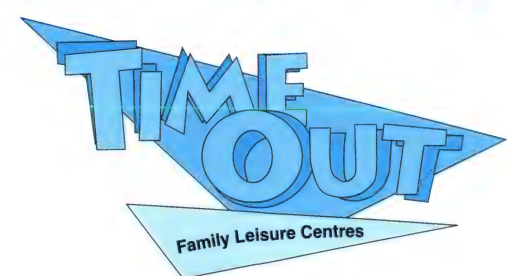
PRIZE REDEMPTION

1. Rainbow **RAINBOW**
2. ICE **CYCLONE**
3. 5 Star **SURFIN' SAFARI**
4. Benchmark **BIG HAUL**
5. Bromley **COLORAMA**
6. ICE **ICE BALL**
7. Seidel **SMOKIN' TOKEN**
8. Bromley **WHEEL 'M IN**
9. Island **SPIDER STOMPIN'**
10. ICE **HOOP SHOOT**

A • L • A • N • D

PINBALLS

1. Williams **MEDIEVAL MADNESS**
2. Williams **CIRQUE VOLTAIRE**
3. Williams **CHAMPION PUB**
4. Williams **NO GOOD GOFERS**
5. Williams **ARABIAN NIGHTS**



A • N

PINBALLS

1. Williams **MEDIEVAL MADNESS**
2. Sega **BATMAN FOREVER**
3. Capcom **PINBALL MAGIC**
4. Midway **NBA FASTBREAK**
5. Midway **ADDAMS FAMILY**



C H A

A • U • S • T •

DEDICATED GAMES

1. Namco **FINAL FURLONG**
2. Namco **MOTO CROSS GO DX**
3. Namco **TOKYO WARS**
4. Sega **DAYTONA**
5. Atari **SAN FRANCISCO RUSH THE ROCK**
6. Midway **OFF ROAD CHALLENGE**
7. Namco **RAPID RIVER**
8. Sega **VIRTUA COP 2 DX**
9. Sega **RALLY CHAMP**
10. Midway **CRUIS'N THE WORLD**

CONVERSION GAMES

1. Sega **VIRTUA STRIKER 2**
2. Psikyo **ZERO GUNNER**
3. SNK **METAL SLUG II**
4. SNK **REAL BOUT FATAL FURY II**
5. Midway **NFL BLITZ**
6. Namco **POINT BLANK**
7. Namco **TEKKEN 3**
8. Capcom **MARVEL VS CAPCOM**
9. ICE **POLICE TRAINER**
10. Capcom **X-MEN VS STREET FIGHTER**

U • N • I • T • E • D

DEDICATED GAMES

1. Midway **NFL BLITZ**
2. Incre. Tech **GOLDEN TEE '97**
3. Namco **POINT BLANK**
4. Namco **TEKKEN 3**
5. Capcom **MARVEL VS CAPCOM**
6. Incre. Tech **GOLDEN TEE 3D GOLF**
7. P&P **POLICE TRAINER**
8. Dynamo **TOURNAMENT SOLITAIRE**
9. Worldwide **STRIKER 1945 PART 2**
10. Capcom **MARVEL VS STREET FIGHTER**

CONVERSION GAMES

1. Sega **HOUSE OF THE DEAD**
2. Incre. Tech **TOURNAMENT 3D GOLF**
3. Konami **TOTAL VICE**
4. Sega **GUN BLADE NY**
5. Atari **MAXIMUM FORCE**
6. Namco **TIME CRISIS**
7. Dynamo **SOLITAIRE CHALLENGE**
8. Sega **VIRTUAL ON**
9. Sega **VIRTUA COP 2**
10. Midway **RAMPAGE WORLD TOUR**

N • E • W • Z • E

DEDICATED GAMES

1. Sega **THE LOST WORLD**
2. Atari **RUSH THE ROCK**
3. Namco **DIRT DASH**
4. Sega **RALLY CHAMPIONSHIP**
5. Namco **TOKYO WARS 50"**
6. Sega **MANX TT**
7. Namco **MOTO CROSS GO**
8. Namco **DOWNHILL BIKERS**
9. Sega **DAYTONA**
10. Midway **OFF ROAD CHALLENGE**

CONVERSION GAMES

1. Namco **TIME CRISIS**
2. Sega **VIRTUA STRIKER**
3. Midway **NFL BLITZ**
4. Namco **TEKKEN 3**
5. Capcom **SF VS CAPCOM**
6. SNK **NEO GEO 4 SLOT**
7. Namco **EHRGIEZ**
8. P&P **POLICE TRAINER**
9. SNK **REAL BOUT 2**
10. SNK **METAL SLUG 2**

J •

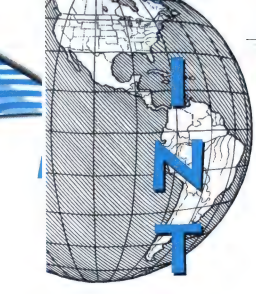
DEDICATED GAMES

1. Konami **BEETMANIA**
2. Sega **GET BASS**
3. Sega **HARLEY DAVIDSON & LA RIDERS**
4. Taito **GO BY TRAIN**
5. Sega **HOUSE OF THE DEAD**

A •

CONVERSION GAMES

1. Sega **VIRTUA STRIKER 2**
2. Capcom **MARVEL VS CAPCOM**
3. SNK **METAL SLUG 2**
4. Namco **TEKKEN 3**
5. Namco **NJ PROWRESTLING**



INTERNATIONAL NEWS

ARCADE PC CONT ...

around the title this summer. Look for a creative Internet marketing tie-in, too, if we know our Sega people...In fact, Intel - which is midwifing the whole Arcade PC initiative - says Arcade PC games of various titles are now up and running throughout the U.S. (including sites in Arizona, California, Delaware, Florida, Minnesota, Nevada, New Jersey, Ohio, Texas and Virginia), as well as in Canada, Egypt and Hong Kong. The installation of Quake Arcade represents only one of many recent



milestones in the movement to make at least some coin-op video games available on a more standardized PC platform.

SMOKE WARS ...

AMOA Tobacco Committee co-chairman Terry Davis & Mark Levine hailed a major victory for cigarette operators on April 3, when language was inserted into S.1415, the tobacco settlement bill, calling for cigvending ops to "be reimbursed for the fair market value of their businesses, including the cost of banned machines, compensation for lost profits, unexpired contracts, good will, and for plant and equipment." The insertion was approved unanimously by the Senate Commerce Committee on a voice vote. But a sour note was struck on April 8 when tobacco manufacturers (led by RJR's Steven Goldstone) pulled out of the settlement which was first struck last June with state attorneys

general. Reason: they're angry over add-ons to the deal by Congress, which has ballooned big tobacco's payments from \$365 billion to \$500 billion (and counting). Congress has also sought to deny the tobacco makers certain legal protections and advertising rights they enjoyed under the original deal's terms.

Lawmakers have vowed to move ahead with the bill, even without tobacco's OK. Due to the election next year calendar, Congress adjourns in just two more months, so expect action soon...Uncle Sam is really counting on all that money! AMOA's Davis & Levine advise that big tobacco will actively fight the bill, but that AMOA intends to support it anyway.

"We believe, as do most Washington journalists, lobbyists and activists, that Congress will pass, and the President will sign, comprehensive tobacco legislation this year," Terry & Mark said on April 16. "Time is of the essence and we must continue to fight," they declared, urging ops to write to their Congressmen in support of the bill. Stay tuned.



FOREIGN MADE PARALLELS ...

ATTORNEY Don Barnes (left), who acted as counsel for AAMA during the Red Baron vs. Taito America lawsuit nine years ago, has weighed in with the Supreme Court ruling on parallel imports. Perhaps not surprisingly, dapper Don takes issue with part of the interpretation given to us by Richard Stern who had represented Red Baron back in that industry case. Last month, we reported that Richard believes the Court's ruling applies to all parallels, whether in the U.S. or overseas. "With all due respect, that statement is not correct," Don states. "The decision does not apply to parallel goods manufactured abroad." To support this point, Don quotes Justice Ginsberg's concurring

opinion: "This case involves a 'round trip' journey, travel of the copies in question from the U.S. to places abroad, then back again. I join the Court's opinion recognizing that we do not today resolve cases in which the allegedly infringing imports were manufactured abroad... provisions of Title 17 do not apply extra-territorially unless expressly so stated, hence the words 'lawfully made in the United States.'" Don added that the 9th Circuit Appeals Court held in 1991 that First Sale Doctrine does not apply to goods made abroad; under this reasoning, Don concluded: "Copyright owners may still bar importation of parallel products manufactured abroad."

AAMA'S NEXT FOREIGN SHOW ...

THE AAMA's successful overseas show program returns to Mexico City's World Trade Center for the 1998 EXIME from Aug. 5-8. Space was 50% sold as of early April. AAMA cited 7% real growth in Mexico's economy last year (best since 1972), and predicted show attendance could jump by 20% this year. Contact show organizers

William T. Glasgow & Assoc. to reserve your booth at 708/333-9292 (fax -4086)....Next, from Aug. 26-28, the AAE (Asian Amusement Expo) hits Singapore, cosponsored by AAMA and IAAPA. Book space thru AIC Exhibitions in Singapore (fax is 011-65-226-3264).

MOVEMENT IN SOUTH AFRICA ...

SOUTH Africa: The Mpumalanga Gaming Board has received applications for gaming machine (route) operators licences from eight companies: Allied Amusements, Beldan Properties, Lottec, Monyaka Gaming Machine Supply, Mpumalanga Video Gaming Company, Playmeter leisure, SAFIKA Africa Gaming Mpumalanga and Secotrade 29. The applicants were to make presentations to the board at a public meeting on April 29...The SABS

has announced that parts two and three of the gaming equipment related standard have now been published. Enterprises (CURE) brought an application for an interdict against four respondents on April 7. It was subsequently withdrawn as was an interdict by MoAfrika. This now paves the way for the Gauteng Gaming Board to issue two outstanding casinolices in Gauteng...Global Payment Technologies (GPT) is to distribute



TRIP 2 - FROM BRAINCO ...

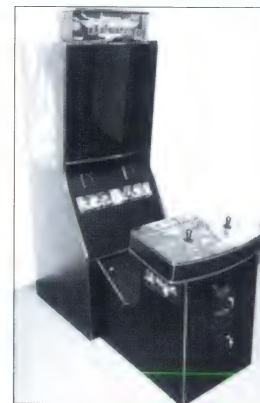
TRIP2 is a PC based interactive single-seat motion simulator. Accommodating rides from leading content suppliers (Electric Film Factory, New Wave Int', and Midland & Fox), Trip2 is also programmable for interactive play and active ride experiences with physical effects of vibration, roll, pitch and tilt. Other features include a super-VGA 27" display, 3D sound



(four speakers), and networking capability for site-to-site and home-to-site operation. Game content trades out via DVD (digital video disk), and any Windows 95 game (subject to license) can be run on the system. Measuring 4' wide by 5' long and 6' high, the unit weighs 600lbs (Streak Technology manufactures the simulator). Trip2 meets all UL and CE safety standards.

NEW FROM FUN CO ...

FUN CO makes available a showcase model cabinet (model #ES-33) with a 33" switchable (CGA/EGA) Pentranic monitor. Standard unit features are tempered monitor and marquee glass, front accessibility to monitor and game board, two-piece modular design, a quick-connect super



JAMMA harness, a 200-watt computer power supply, dual quarter over/under coin door, and anti-glare coating. Cabinet dimensions are 31 3/4" wide, by 85 1/4" high (w/ removable marquee and 77 5/8" without marquee), by 75.5" deep.

SEGA'S SECOND RALLYING CRY

SEGA has started shipping Sega Rally 2. The machine, first seen at the ATEI in January, is now available across Europe. It uses the new Model 3 step 2 technology and is available in two cabinet sizes, deluxe and twin.

Players can select either championship mode, racing against other cars, or practice mode, in which a driver must try to complete a set number of laps within a given time.



HAPP CONTROLS

HAPP has released its 1998 amusement products catalogue, which at 184 pages is the company's largest ever. The user-friendly guide contains a full range of spares including bill validators, billiards supplies, coin acceptors, darts, table football, joysticks, juke box and pinball parts, lighting, security and monitors.



WECHER CABINETS

THE new OK Carousel is close to completion in Weche's Taiwan with a spacecraft, airplane or some other device depicting the type of game currently used in the cabinets. It is available as a four or six-game unit and comes either in upright or sit-down style.



NAMCO PUSHERS

NAMCO Europe's Liz Borin is pictured with Brent's Gary Newman and a new pusher machine built by Namco in the US. Jackpot is a single player model but has a number of slots at the top through which coins can be played. They fall into columns



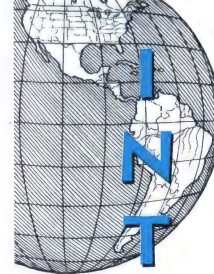
and are held there until the player pulls a slot machine handle to release them simultaneously on to the moving coin deck for maximum impact and effect. The game can be played with metal in and metal out or metal in and tickets out.

OMNIFIN INTERNET

DISTRIBUTED in Italy by Nord-Matic, the Omnibox is an upright web-box offering various forms of entertainment as well as access to the Internet. Updates are downloadable by modem and a network of 150 links has been created for multi-user play.



Diagnostic checks are carried out by the central administrator via modem link and extra software is provided in the same way. Servicing too can be carried out without the need for visit to the machine from an engineer.



INTERNATIONAL

NEWS



MOVEMENT IN SOUTH AFRICA ...

De La Rue cash systems for the gaming industry in southern Africa. This includes the Scan Coin range. GPT is the official distributor for Ingenico smart card/payment terminals in southern Africa...The Mpumalunga Gaming Board plans to destroy 93 illegal gaming machines seized and forfeited through the court processes in a bid to stamp out illegal gaming. The destruction of the machines was to take place in Middleburg at Alpha Metas. The estimated value of the machines is R300.000 (NZ\$111,111).

MIDWAY SPINS OFF ...



will continue making pinball machines under its own and Bally's names.

Corporately, Neil Nicastro will resign as President, Chief Executive Office and Chief Operating Officer of WMS to devote more time to Midway as Chairman, president, CEO and COO. Louis Nicastro, presently Chairman of WMS, will additionally become President, CEO and COO.

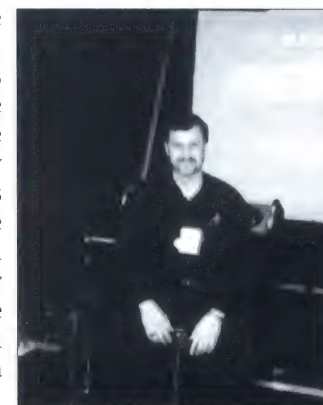
WMS Industries, the parent company of the Williams/Bally/Midway lines of pinball and amusement machines, is to spin-off its Midway brand name into a separate division. The move is in line with the company's continuing re-shaping of its coin-op and gaming divisions.

Midway Games is from March 31 a stand-alone company, acting independently from Williams, which

The company has emphasised that little effect will be noticed by customers. The sales department of Midway, which formerly came under the late Joe Dillon, is now headed by Rachel Davies, who will be responsible for sales of Midway's video games as well as Williams and Bally pinball products

BIGGEST EVER SCREEN ...

NABIL Kassim of State Sales and Service Corp., Maryland, US, is pictured here with the giant video game which is built by Magikk of Canada. It is reckoned to be the largest video game on the market and any JAMMA-compatible game can be played on the unit, which has a 120ins. screen.



State Sales distribute the unit, which has a vinyl screen with a Zenith Pro900 multi-sync projector. It is available for any type of game from standard to high resolution and comes with twin-seats and an aluminium frame canopy.

TECHNICAL OLYMPICS ...

WELL-known US coin-op technology expert Randy Fromm ran the Technical Olympics, a competition for technicians, at the Amusement Showcase International in Las Vegas recently. The entrants had to put together a circuit board using larger than usual parts against the clock. Mr Fromm is pictured here (right) here with the winner, Ron Sures. In second place was Ken Tieche and third was Chris Call.



BREAKING INTO USA ...

CURRENTLY attempting to break into the US market, among others, is Taiwanese monitor and spares manufacturer Huai I Electronics.

The company took space at

the recent Amusement Showcase International in Las Vegas and reported a "very good show." Pictured are the company's Robert Lin (left) and David Chang.

HIGH SECURITY DOOR ...



FLETCHER Engineering of the UK has introduced the latest version of its Protec high security game cabinet

door to the US market following its successful launch at London's ATEI.

Being shown at Amusement Showcase International in Las Vegas on the stand of H. Betti Industries, the new-style door features an incorporated frame. "The problem with the previous version was that while the door was strong, invariably the frame it was held in was liable to crack," said the company's Kelly Fletcher. "So we decided to provide a high security door and frame together. Although it was launched at the ATEI, it will not be available in the UK until May and in the US until July."

The doors can be colour coordinated and one version needs two separate keys to open for extra security. It is easy to fit and comes in at the same price as the door-only version.

TIME OUT

FLICK DERBY - NAMCO

REMEMBER the first time you played Kentucky Derby? You know, that game where you line up with around 10 other people and roll plastic balls up the playfield into one of the holes to make your move along the track? I do.



The game was an instant hit in those carefree, wondrous days of my youth, and nothing has changed even today. I'm still as carefree and childish as I ever was. The only problem with the game is that you have to employ an attendant to take the money and to commentate on the race, usually done whilst dressed in some silly costume, especially on the camel racing version. Where Flick Derby differs is that the game is entirely coin operated. The playfield is

smaller and enclosed to prevent cheating and the only other difference is that the player doesn't roll a ball toward the holes but flicks it. The large plastic balls are substituted with small foam ones and play

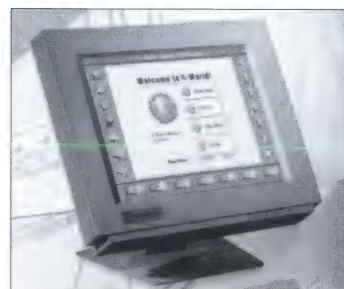
commences after a timed countdown in a fantastically funny flurry of fingers flicking foam. The winner receives a certain number of tickets depending on his stake, i.e. the more money inserted for each race, the higher the number of tickets received if you win.

The great laughs to be had with Flick Derby goes to show one important thing. Immense fun can be had from a compact machine and smaller balls, proving my lifelong assertion that size doesn't matter.

ELO TOUCHSYSTEMS MONITORS

ELO has produced a new TrimLine LCD monitor, a flat panel display for the touchscreen market.

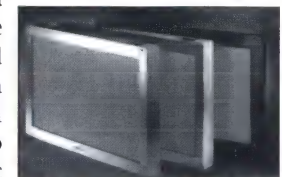
The TFT-AM (thin film transistor, active matrix) liquid



crystal display is available in 12.1ins. diagonal screen with 800x600 SVGA resolution and features Elo's AccuTouch five-wire resistive touchscreen.

HANTAREX MONITORS

THE new Plasma screen from distortion. It offers a viewing angle of 160 degrees, a 42ins. diagonal display and a screen fitted by Fujitsu. Other features include a comb filter circuit, sharpness control and gamma correction.



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TIME OUT

27

MIDWAY TOUCHSCREENS

MIDWAY of the US has launched the latest version of its Touchmaster countertop video game. The 4000 is the latest software upgrade for the series with two new card games. It also introduces Centipede



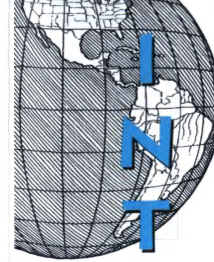
Returns, the new version of Centipede which is one of its most popular games. The game inventory is now up to 29.

SKIERS HIGH - KONAMI

UNDOUBTEDLY released to coincide with the Winter Olympics, Skier's High is the latest downhill skiing simulator to hit the distributors' showroom, but is it a little too late? Had it been released before or at the same time as Namco's Alpine Racer it would have done far better than it probably will. This not to say it will flop, Eddie the Eagle style, for it is a good game, but when something such as a skiing sim has not only been done before, but a long time before, it's difficult to see it selling like hot cakes. This newest attempt at piste-up frolicking is, as I said, quite good; the controls are the best yet employed on such a game, with the footplates set on a slider which allows far more movement than on Alpine Racer, thereby making the player move more realistically as he tries to sweep round these corners. The main difference with Skier's High is the jumping that is required. More of a freestyle discipline than a straightforward downhill effort, your on-screen alter-ego must negotiate various ramps and jumps from time to time, which not only include mounds of snow, but bottomless chasms and



movie-like unfinished bridges. The player must raise his heels off the footplates to perform a jump. The closer this is done to the edge of the ramp, the more spectacular the jump is, making timing essential. Plenty of background detail is also to be found on the various routes down the slopes, all of which makes for an interesting, nay pleasurable romp on the mountainside.



RADIKAL READY TO RIDE ...

THE new video game from Gaelco of Spain, which was presented in 95 per cent complete form at London's ATEI in January, made its full debut at the Amusement Showcase International in Las Vegas on the stand of distributor Sammy USA.

Radikal Bikers was released in Europe last month and gets its international release this month, said Gaelco's head of international sales, Antonio Vaquer. "The world is full of



driving games, but this is a fun game as well," he said. Brent Sales is to distribute in the UK.

SVAR WINS BATTLE ...

THE Sveriges Automatagares Riksförbund (SVAR) trade association in Sweden has won two important legal battles against the country's Lotteriinspektionen, or Gaming Board.

Licences for prize-giving machines or "varuspel" had been scheduled to end on December 31, 1998 because the Gaming Board had anticipated that the new lottery would be up and running by January 1, 1999. That lottery would see the banning of amusement with prizes (AWP) machines.

The Swedish court of Lansrätten has decided that all licences for AWP should now be granted for two years, so that a licence issued in November of 1997, for

example, will now last until November of 1999. The Gaming Board is appealing to a higher court.

Meanwhile SVAR is continuing its campaign to have the threatened ban removed totally, taking the Gaming Board to the Justitieombudsmannen, or parliamentary commissioner for justice and civil administration in Sweden. The Justitieombudsmannen has started an investigation into the matter.

Ulf Linde, Chairman of SVAR, told InterGame: "Some members want us to fight to have gaming machines in petrol stations, for example, but this is not the type of location which we envisage for these machines."

JPM TARGETS SOUTH AFRICA ...

WITH SABS certification on the way, British AWP manufacturer JPM is preparing to target South African route operators and site owners with its Take 5 range of machines.



The company is confident that the games, Silver Ghost, Lucky Sevens, Slam Dunk, Wild Cards, Wild Diamonds and American Dream, are ideally suited to a market which, when it opens up later this year, has tremendous potential.

Pictured with part of the Take 5 range in the JPM showroom are the company's Alison Mclean and David Painter.

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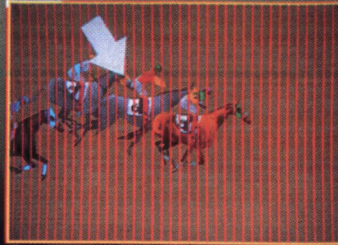
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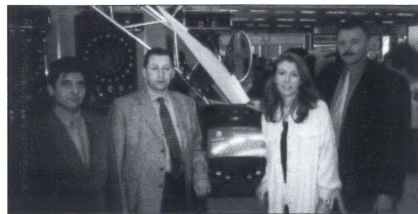
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TOUCHSCREEN'S SILVER TOUCH ...



THE continued absence of anything approaching a cast iron law regarding the operation of AWP's in the Italian market is not bad news for everyone. Touchscreens, already well established in the country, are continuing to enjoy considerable success and are even benefiting from a number of "converts".

"The laws indicating that the AWP machines' operation is uncertain means that Italians are coming back to fun games," asserted Anne-Marie Dattl of Austrian manufacturer TAB, which makes the popular Silverball

touchscreen.

"Last year people were demanding a payout of some kind on Silverball, but there is a bigger demand for them this year."

Bingos are booming too, especially in the south of the country, where Coin-Op Trading has found particular success with Seeben's Circus bingo which was introduced in October.

And the sticker machines might also benefit. Still largely rare outside of Japan, there is increasing evidence of European interest and, while it is unlikely they could even come close to emulating the Asian success, a gap in the market such as the case in Italy could open the door, and allow the increasingly used phrase "player education" to get under way.

WAIN NEW GAMESMAN ...

GAMESMAN, the British components manufacturer, has appointed industry stalwart John Wain as a consultant. Mr Wain, with more than 30 years' service behind him, is a former technical director and Managing Director of

Barcrest, and served as Chairman of BACTA'S Division 4. Since November 1997 he has held the position of non-executive director with Bell Fruit Manufacturing.

NEW LAW ...

A new law issued in Taiwan for the operation of gaming, amusement with prizes (AWPs) and skill games, has passed its various stages in the lower house of the Taiwan parliament. It now moves to the upper house and, assuming that there are no further hold-ups, should become law later this year.

The draft of the law is in Chinese and therefore translations may vary in content, but InterGame understands that the regulation would permit casinos and AWP type machines in street locations. It is not yet clear what

locations will be permitted to have payout machines but we believe that the maximum payout would be NT2,000 (NZ\$129.60) and that this sector of the market includes pachinko.

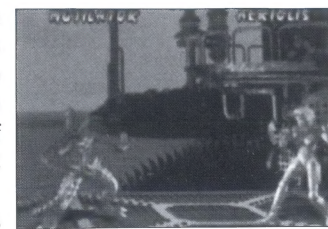
Observers familiar with the market inform InterGame that if the AWP-style machines are permitted in arcades only, then the market would take between 30,000 and 50,000, but if they are allowed in bars and other street locations the potential market size would be somewhere around 200,000.

SYSTEM 3 GETS THE TASTE ...

CONSUMER game stalwarts System 3 is the latest company to enter the coin-op market on the back of the ArcadePC initiative.

The company is currently putting the finishing touches to a 2D beat-em-up, Bloodlust, which will be distributed through Atari in the USA as a pcb. Namco are expected to handle the game in Europe.

"We attended Microsoft's presentation at the ATEI last year and heard a lot of things that made sense



to us. So we decided to seize the opportunity to get into coin-op," explained System 3 managing director Mark Cale.

Bloodlust is expected to be completed this month.

The company is widely renowned in the home games market for beat-em-up International Karate, which sold 1.75m units across the globe on the Commodore 64 in 1986 and for Last Ninja which sold over 2m units globally.

HUGE DROP IN PROFITS ...



THE major Japanese video manufacturers have been forced to scale down predicted profit forecasts amid growing concern about poor sales in the arcade market.

Most dramatically, Sega has admitted it is likely to report a net loss for the fiscal year ending March 1998, for the first time in the company's listed history. This comes in the wake of the withdrawal of its Saturn consumer system from the US market and a drop in income from sales of coin-op games.

Sega has incurred a cumulative loss of ¥40,000m through its American division, and coin-op sales and arcade

revenue is scheduled to drop by ¥7,700m on previous forecasts. The net result will probably be a loss of ¥39,000m, compared to a previous forecast of ¥15,000m profit.

A 50% drop in coin-op sales was also cited in an amendment to Konami's forecasts, which has scaled down its profit forecasts by ¥2,500m to ¥5,000m.

At Namco profit prediction has dived from ¥7,600m to ¥4,100m.

The company predicting increased profits was Tecmo, on the back of strong home video sales.

Sega, Namco and Konami all complained about the currency crisis which swept Asia as a contributing factor to reduced sales, as well as the ongoing recession and growing competition in the home video arena.

NAMCO EUROPE ...

SHANE Breaks will retire from his position as international sales director at Namco Europe, which he helped to found, on 8 May. This coincides with Namco's distributor meeting in the

Dominican Republic, which Breaks won't attend. He moves to a consultancy role in Atari, thought to be focusing on Italy.